

## Message Text

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17

ACTION NEA-10

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R 040902Z DEC 74

FM AMEMBASSY ALGIERS

TO SECSTATE WASHDC 1510

UNCLAS ALGIERS 2679

E.O. 11652: N/A

TAGS: BTRA, AG

SUBJ: SONACOME INDUSTRIAL VEHICLE & DIESEL ENGINE PLANT

REFS: (A) STATE 247101 (B) STATE 255719

(C) ALGIERS A-034

1. SONACOME HAS A NUMBER OF PROJECTS WHICH WILL NEED DIESEL ENGINES. THE CALL FOR PRELIMINARY QUALIFICATIONS ON THREE PROJECTS WENT OUT SEPTEMBER 20, 1974 WITH A TWO MONTH DEADLINE FOR COMPANIES TO EXPRESS THEIR INTEREST AND PROVE QUALIFICATIONS. THEN QUALIFIED COMPANIES WERE REQUIRED TO SUBMIT COMPLETE OFFER BY JUNE 20, 1975.

2. MR. ZEKRI, TECHNICAL DIRECTOR FOR THE DIESEL ENGINE PLANT PROJECT SAID IT WAS NOT REPEAT NOT TOO LATE FOR CUMMINS TO PARTICIPATE IN ALGERIAN DIESEL ENGINE PROJECTS. HE IS EXPECTING WORD FROM CUMMINS. ADDRESS IS SONACOME, DIRECTION PLANIFICATION ET DEVELOPPEMENT, INDUSTRIEL, ROUTE 1, BIRKADEM, ALGIERS, ALGERIA; CABLES: SONCOME ALGER; TELEX: 52800.

3. EMBASSY POUCHING DECEMBER 3, TENDER DOCUMENTS TO M. WELLS, USDOC.

4. TENDER DOCUMENTS SET FORTH ALGERIAN GOALS FOR 1981 AND THEN PROJECTS TO MEET THESE GOALS AS FOLLOWS:

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INTERNAL ALGERIAN MARKET FOR INDUSTRIAL VEHICLES  
IN 1981

42,000 TRUCKS OF 3 AND 5.35 TONS CAPACITY  
1,000 BUSES OF 45 SEATS  
600 LARGE BUSES OF 100 SEATS  
300 SMALL BUSES OF 20-25 SEATS  
100,000 DIESEL MOTORS OF 10-1000 HP

THE ROUBA COMPLEX (BEING BUILT BY BERLIET, WITH FIRST  
PRODUCTION AT THE END OF THIS YEAR, BUT ALREADY UNDER  
EXPANSION) WILL PRODUCE IN 1981  
8,000 TRUCKS  
500 BUSES  
300 LARGE BUSES

THE CONSTANTINE COMPLEX (BEING BUILT BY DEUTZ, ALREADY  
IN PRODUCTION BUT BEING EXPANDED) WILL PRODUCE 20,000  
SMALL DIESEL ENGINES PLUS TRACTORS.

THE PRESENT OFFER IS TO FILL THE GAP IN THE GOALS FOR  
1981 OR  
34,000 TRUCKS  
500 BUSES  
300 LARGE BUSES  
300 SMALL BUSES  
80,000 DIESEL MOTORS OF 10-1000 HP  
PRODUCTION OF THESE PRODUCTS WILL BE IN THREE PLANTS-  
HEAVY TRUCKS AT SETIF, LIGHTER TRUCKS AT TIARET AND DIESEL  
ENGINES AT AIN-OUSSALAH. THE DIESEL ENGINE PRODUCTION  
UNIT WOULD MEET ALGERIAN INDUSTRIAL VEHICLE NEEDS AS  
WELL AS OTHER USES-AGRICULTURE, MARINE, COMPRESSORS  
AND PUMPS.

ZEKRI SAID SONACOME PREFERS ONE COMPANY BUILD ALL  
PLANTS BUT IT WILL DIVIDE PROJECTS UP IF NECESSARY.

5. EMBASSY SUGGESTS CUMMINS EXPRESS THEIR INTENT  
IMMEDIATELY. IF INTERESTED, CUMMINS SHOULD THEN  
SCHEDULE VISIT TO ALGIERS TO TALK TO SONACOME. IT  
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SHOULD BE REALIZED THAT BERLIET AND DEUTZ BOTH HAVE A LEAD  
IN MARKET WITH THEIR EXISTING CONTRACTS. IN ALGERIAN,  
VIEW, A COMPANY'S COMMITMENT TO ALGERIAN DEVELOPMENT IN  
AN INDUSTRIAL FIELD IS TO BE REWARDED BY CONTINUING  
MARKET IN ALGERIA.  
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